Exhibit 318

PART 3

United States of America ex rel. Ven-A-Care of the Florida Keys, Inc., et al. v. Dey, Inc., et al., Civil Action No. 05-11084-PBS

Exhibit to the August 28, 2009 Declaration of Sarah L. Reid in Support of Dey's Opposition to Plaintiffs' Motion for Partial Summary Judgment

Case 1:01-cv-12257-PBS Document 6426-32 Filed 08/28/09 Page 2 of 17

CONFIDENTIAL

DEY, L.P. Year-To-Date Sales by Product Number (EACHES) January 2000

		EACHE	S	i	AVG	PRICE (EAC	HES)		NET SALE		
PRODUCT	Actual YTD 2000	Budget YTD 2000		Actual YTD 1999	Actual YTD 2000	Budget YTD 2000	Actual YTD 1999	Actual YTD 2000	Budget YTD 2000	% Diff.	Actual YTD 1999
SODIUM CHLORIDE					1	:			1		
64015 - Hypertonic, 3% 150ml	11,400	-	100%	(2,950)	\$0.56		\$0.59	6,362	7	100%	(1,747
64115 - Hypertonic, 10% 150ml	9,500		100%	(1,550)	\$0.55		\$2.08	5,267	2 222	100%	(3,225
82003 - Hypertonic, 0.45% 30ml	35,100	56,300	-38%	138,700	\$0.07	\$0.07	\$0.02	2,538	3,800	-33%	2,360 (3,135
82005 - Hypertonic, 0.45% 50ml	25,500	14,400	77%	11,200	\$0.08	\$0.07		1,998	972 525,924	105%	505,020
83003 - Isotonic, 0.9% 30ml	7,479,100	7,513,200	0%	7,633,900	\$0.06	\$0.07	\$0.07	472,307		-12%	185,914
83005 - Isotonic, 0.9% 50ml	3,091,400	2,976,100	4%	3,060,700	\$0.06	\$0.07	\$0.06	178,891	202,375	-100%	(1,061
83015 - Isotonic, 0.9% 150ml	(144)	1	-100%	(2,928)	\$0.15		\$0.36	(22)	93,332	-100%	125,692
83050 - Isotonic, 0.9% 150ml	338,400	466,650	-27%	548,500	\$0.23	\$0.20	\$0.23	78,922			
TOTAL SODIUM CHLORIDE	10,990,256	11,026,650	0%	11,385,572	\$0.07	\$0.07	\$0.07	746,262	826,403	-10%	809,818
STERILE WATER											
81003 - NA 30ml	1,400	7,000	-80%	(4,800)	\$0.11	\$0.09	\$0.05	150	630	-76%	(224
81005 - NA 50ml	5,000	9,400	-47%	4,200	\$0.07	\$0.09	\$0.94	333	846	-61%	3,943
TOTAL STERILE WATER	6,400	16,400	-61%	(600)	\$0.08	\$0.09		483	1,476	-67%	3,719
THEOPHYLLINE		1	1	!					1		
43101 - 100mg X 100's				18	1	-	\$3.23	-1	-		58
43201 - 200mg X 100's		į .		24	Ì		\$4.88	-1	-		11
43205 - 200mg X 500's				9	İ		\$22.11	-	-		19
43301 - 300mg X 100's	-		. [18	Ì		\$6.17	-	-		11
43305 - 300mg X 500's				8	į		\$29.00	-	-		23 71
43310 - 300mg X 1000's				9	ļ	1	\$79.73	<u> </u>			
TOTAL THEOPHYLLINE		•		86			\$16.69		•		1,43
DEY CARE											
200 - Dey Care Products	(3)		-100%	-	\$17.10	1		(51)		-100%	
TOTAL DEY CARE	(3)		-100%		\$17.10			(51)		-100%	
TOTAL DEY PRODUCTS	68,458,402	66,563,987	3%	58,439,751				18,782,978	16,847,456	11%	18,231,53
Less: Cash Discounts			1			T		(376,000)	(421,000)	11%	(448,58
Administrative Fees		-	İ	!	İ			(188,000)	(169,000)	-11%	(229,12
Medicaid Rebates Other Rebates								(230,000)	(236,000)	3%	(270,36
TOTAL DEY PRODUCTS	68,458,402	66,563,987	3%	58,439,751				17,988,978	16,021,456	12%	17,283,46

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Sale_Rpt.mdb/ 101160R - YTD Avg Price by Product Number (Eaches) / Hadden

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DEY, L.P. Year-To-Date Sales by Product Number (EACHES) January 2000

			DET								
PRODUCT DE	Year-To-l	Date Sales		roduct Nu. rv 2000	mber (EA	CHES)					
Z	, r			y 2000	: 7772				NET SAL		
PRODUCT	Actual YTD	EACHE Budget YTD			Actual YTD	PRICE (EAC Budget	Actual YTD	Actual YTD	Budget YTD	% Diff.	Actual YTD
	2000	2000		1999	2000	YTD 2000	1999	2000	2000		1999
EY PHARMA PRODUCTS			-	!							
EY PHARMA PRODUCTS											
-· ·· -·· ·					į				16,268	-100%	
030100 - Trainer		, .	-100%	1	!	\$2.00 \$2.00		-	1,992	-100%	
030300 - EpiEz Pen Trainer	(00)	1	100%	(0.444)	\$29,90	\$2.00	\$29,80	(2,691)	1,552	-100%	(63,81
030301 - EpiEz Pen W/ Trainer	(90)	•	-100%	(2,141)	\$29,90		\$25.00	(2,001)]	-10070	(66,61
030301CAN - EpiEz Pen CANADA	(40)	-	4000/	(4.000)	\$29.90	1	\$29.84	(1,375)]	-100%	(30,82
030401 - EpiEz Pen Jr. W/ Trainer	(46)		100%	(1,033) 279	\$1.90		\$2.95	6,866	j	100%	82
50000 - Trainer	3,620 63,690	42.542	50%	11,498	\$32.53	\$32.00	\$31.37	2,071,593	1,361,344	52%	360.64
50001 - EPI Pen	05,090	42,042	3078	11,430	\$32.00	402.00	401.01	2,071,000	1,001,011		
50001CAN - Epi Pen Canada 50001MTXT - Epi Pen Int. Min. Text	47.127		100%	(33,252)	\$17.30		\$17.04	815,297		100%	(566,61
50001RMTXT - Epi Peri IIII. Iviiii. Text	2.500		100%	(14,421)	\$20.25	i	\$16.03	50,625	أـ	100%	(231,16
50101 - EPI Pen Jr	38.335	19.800	94%	(5,185)	\$32.92	\$32.00	\$31,45	1,261,975	633,600	99%	(163,09
50101CAN - EPI Pen Jr Canada	00,000	10,000	0470	(0,700)	402.02	402.00	1	.,== .,=. =			, ,
50101MTXT - EPI Pen Jr. Int Min Text	15,000		100%	(21,221)	\$17.30		\$17.04	259,500		100%	(361,60
50101RMTXT - Epi Pen Jr. Removable Min. Text	500		100%	(824)	\$20.25		\$16.03	10,125	-	100%	(13,20
TOTAL EPIPEN	170,636	71,472	139%	(66,300)	\$26.21	\$28.17	\$16.12	4,471,914	2,013,204	122%	(1,068,86
EPIPEN/ EZPEN RESERVES			T								
500 - Epi Pen Withdrawl Reserve									-	į	
510 - Epi Pen Returns Processed To Date	972	i -	100%	89.827	\$31.21	!	\$20.05	30,336	-	100%	1,801,30
525 - EpiEz Pen Returns Processed To Date	135		100%	3,066	\$29.90		\$29.94	4,037	-	100%	91,78
TOTAL EPIPEN/ EZPEN RESERVES	1,107		100%	92,893	\$31.05		\$20.38	34,373	•	100%	1,893,09
ACAROSAN			1 77		1						
129580 - 5.0%	(2)		-100%	51	\$21.27	1	\$20.44	(43)	-	-100%	1,04
129582 - 5.0%				810			\$16.81	` -	-		13,61
TOTAL ACAROSAN	(2)	-	-100%	861	\$21.27		\$17.02	(43)		-100%	14,65
ASTECH PEAK FLOW METER		-									
20001 - Retail. 10	5.952	3.720	60%	4,788	\$14.93	\$15.00	\$15.10	88,881	55,800	59%	72,28
20099 - Hospital, 10	175	-	100%		\$17.20			3,010	-	100%	
307010 - Retail, 10	(3)	-	-100%	(28)	\$17.00			(51)	-{	-100%	36
307025 - Hospital, 10	1	124	-100%	} `-		\$18.03		-	2,236	-100%	
TOTAL ASTECH PEAK FLOW METER	6,124	3,844	59%	4,760	\$15.00	\$15.10	\$15.26	91,840	58,036	58%	72,65

Sale_Rpt.mdb/ 101160R - YTD Avg Price by Product Number (Eaches) / Hadden

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DEY, L.P. Year-To-Date Sales by Product Number (EACHES) January 2000

CON	Year-To-L			oduct Nui ry 2000	mber (EA	CHES)					
<u> </u>		EACHE	s		AVG	PRICE (EAC	HES)		NET SAL	ES	
PRODUCT ASTECH DISPOSABLE MOUTHPIECE 20101 - Disp valve	Actual YTD 2000	Budget YTD 2000		Actual YTD 1999	Actual YTD 2000	Budget YTD 2000	Actual YTD 1999	Actual YTD 2000	Budget YTD 2000	% Diff.	Actual YTD 1999
ASTECH DISPOSABLE MOUTHPIECE											
20101 - Disp valve	14,200	17,200	-17%	-	\$0.30	\$0.30		4,263	5,184	-18%	
20212 - 1way valve	36	756	-95%	-1	\$2,95	\$2.92		106 1.064	2,205 162	-95% 557%	
20248 - 48/Box	14,976	-,	578%	•	\$0.07 \$0.05	\$0.07 \$0.05		2,857	559	411%	
20299 - 500/Bulk	57,000	12,000	375%	9,200	\$0.00	\$0.00	\$0.31	2,007			2,8
307070 - Disp valve 307075 - 1way valve			:	360			\$4.15		-	i	1,4
307080 - 48/Box	1 .	-		6,960			\$0.07	-	-		5
307085 - 500/Bulk	-	-		28,000			\$0.05				1,4
TOTAL ASTECH DISPOSABLE MOUTHPIECE	86,212	32,164	168%	44,520	\$0.10	\$0.25	\$0.14	8,290	8,110	2%	6,3
ACE SPACER		1				1					
20301 - Retail, 10	3,020	1,463	106%	1,800	\$9.09	\$9.00	\$11.00	27,455	13,163	109%	19,7
308010 - Retail, 10	(2)	-	-100%	(3)	\$15.00		\$16.48	(30)		-100%	. (
TOTAL ACE SPACER	3,018	1,463	106%	1,797	\$9.09	\$9.00	\$10.99	27,425	13,163	108%	19,7
EASIVENT		ŀ									
20700 - Easivent Sample	-	-	i	•				•	-		
20701 - Easivent Retail	16,629	12,080	38%	6,444	\$9.24	\$9.00	\$9.54	153,601	108,720	41% 37%	61,5 6,0
20725 - Easivent Hospital/ 25 pack	2,025	1,474	37%	700	\$7.47	\$7.50	\$8.63	15,118 3,680	11,055 3,478	57% 6%	0,0
20801 - Easivent Mask, Small	640	605	-31%	-	\$5.75 \$5.75	\$5.75 \$5.50		2.012	2,772	-27%	
20802 - Easivent Mask, Medium	350 50	504 420	-88%		\$5.74	\$5.50		287	2,310	-88%	
20803 - Easivent Mask, Large TOTAL EASIVENT	19,694	15,083	31%	7,144	\$8.87	\$8.51	\$9.45	174,697	128,335	36%	67,5
TOTAL DEY PHARMA PRODUCTS	286,789	124,026	131%	85,675				4,808,496	2,220,848	117%	1,005,1
Less: Cash Discounts		1						(96,000)	(56,000)	-71%	(19,9
Administrative Fees			į į		i	İ	1	(48,000)	(22,000)	-118%	(10,2
Medicaid Rebates	ļ				i			(60,000)	(31,000)	-94%	(12,0
Other Rebates	ŀ										
TOTAL DEY PHARMA PRODUCTS	286,789	124,026	131%	85,675				4,604,496	2,111,848	118%	962,9
FOTAL ALL PRODUCTS	68,745,191	66,688,013	3%	58,525,426				23,591,475	19,068,304	24%	19,236,7
Less: Cash Discounts							1	(472,000)	(477,000)	1%	(468,56
Advert Advert a Research							1	(236,000)	(191,000)	-24%	(239,32
Administrative rees Medicaid Rebates	1						! !!	(290,000)	(267,000)	-9%	(282,40
Other Rebates								-	-		
GRAND TOTAL NET SALES	68,745,191	66,688,013	3%	58,525,426			-	22,593,475	18,133,304	25%	18,246,4

Sale_Rpt.mdb/ 101160R - YTD Avg Price by Product Number (Eaches) / Hadden

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	F	CHRREN	TMONTH			DIR	ECT		F 7 10 2 4		ULLY ABSOR	RBED	A SAME	
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	Actual Margi	
EY PRODUCTS														
ACCUNEB				-		-				-	-			6
ACETYLCYSTEINE	1,292	321	(5,812)	266,701	6.48586	8,380	(14,191)	244%	6.48586	8,380	(14,191)	50,826	2449	
ALBUTEROL UNIT DOSE	964,044	909,481	6,186,112	5,298,924	1.18359	1,141,029	5,045,083	82%	2,58872	2,495,643	3,690,469	2,972,774	60%	1
ALBUTEROL UNIT DOSE RESERVE	49,132	49,132	557,016		1.19067	58,500	498,516	89%	2.60733	128,103	428,913	•	779	!
ALBUTEROL MDI	428,544	424,226	892,590	428,669	1.79269	768,247	124,343	14%	1.79269	768,247	124,343	63,283	149	1
ALBUTEROL MULTIDOSE	203,328	203,033	753,979	507,505	2,40394	488,788	265,192	35%	2.40394	488,788	265,192	135,027	35%	6
ALBUTEROL SYRUP	-			-		-	,	i [-	•	-		
BECLOMETHASONE AQ NASAL	-			-		· ·		1		-	-	1		
CROMOLYN SODIUM	101,822	100,730	1,683,268	1,666,015	3.30568	336,591	1,346,677	80%	6.32580	644,105	1,039,163	922,391	629	6
CUROSURF	-		·	-		-		1		•		-		
DUONEB	-			-		-				-	-	-		
IPRATROPIUM BROMIDE	533,196	513,126	7,359,456	7,721,574	0.94785	505,389	6,854,068	93%	2.24447	1,196,740	6,162,717	6;181,297	849	1
IPRATROPIUM BROMIDE RESERVE	17,919	17,919	482,891		1.13225	20,289	462,602	96%	2.71900	48,722	434,169	-	909	6
ISOETHARINE						-						-		
METAPROTERENOL	21,000	20,596	126,783	130,189	1.71947	36,109	90,674	72%	2.74447	57,634	69,149	66,770	55%	
SODIUM CHLORIDE	114,132	113,491	746,262	826,403	6.27698	716,405	29,857	4%	6.27698	716,405	29,857	102,618	4%	6
STERILE WATER	90	64	483	1,476	6.00000	540	(57)		6.00000	540	(57)	459		
THEOPHYLLINE	-	-	-	-		-				-		•		
DEY CARE		(3)	(51)			~	(51)	100%		-	(51)		100%	+-
TOTAL DEY PRODUCTS	2,434,499	2,352,116	18,782,978	16,847,456		4,080,266	14,702,712	78%		6,553,307	12,229,671	10,495,445	659	X
Less: Cash Discounts			(376,000)	(421,000)			(376,000)				(376,000)	(421,000)		
Administrative Fees			(188,000)	(169,000)			(188,000)				(188,000)	(169,000)	-	
Medicald Rebates			(230,000)	(236,000)			(230,000)				(230,000)	(236,000)		1
Other Rebates			0	0									-] -
TOTAL DEY PRODUCTS	2,434,499	2,352,116	17,988,978	16,021,456		4,080,266	13,908,712	77%		6,553,307	11,435,671	9,669,445	649	4
Y PHARMA PRODUCTS												ļ		
EPIPEN	171,696	170,636	4,471,914	2,013,204	11.94352	2,049,461	2,422,454	54%	11.94352	2,049,461	2,422,454	1,198,253	54%	i
EPIPEN/ EZPEN RESERVES	1,107	1,107	34,373	-	11.82472	13,090	21,283	62%	11.82472	13,090	21,283	-	62%	6
ACAROSAN	-	(2)	(43)	-		-	(43)	100%		•	(43)		100%	ì
ASTECH PEAK FLOW METER	6,187	6,124	91,840	58,036	8.97030	55,499	36,340	40%	8,97030	55,499	36,340	18,398	40%	1
ASTECH DISPOSABLE MOUTHPIECE	510	500	8,290	8,110	10,06188	5,132	3,158	38%	10.06188	5,132	3,158	2,396	38%	b
ACE SPACER	3,036	3,018	27,425	13,163	6.00000	18,216	9,209	34%	6.00000	18,216	9,209	3,949	34%	6
EASIVENT	19,780	19.694	174,697	128,335	2.65303	52,477	122,220	70%	2.65303	52,477	122,220	86,059	70%	6

Sale_Rpt.mdb/ 103110R - Contribution Margin (Product Class) / Hadden

Run Date and Time: 2/1/00 9:58:44 AM

		GURREN	T-MONTH			DIR	ECT		12 12 14 NO. 16		FULLY ABSOF	RBED	Self-ales	and the same of
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	ł	Budge Margin
TOTAL DEY PHARMA PRODUCTS	202,216	201,077	4,808,496	2,220,848		2,193,874	2,614,622	54%		2,193,874	2,614,622	1,309,055	549	593
Less: Cash Discounts	1		(96,000)	(56,000)	. '		(96,000)	1 1	1		(96,000)	(56,000)	}	
Administrative Fees			(48,000)	(22,000)	ĺ		(48,000)		1		(48,000)	(22,000)		1
Medicaid Rebates	ł		(60,000)	(31,000)			(60,000)		ĺ	1	(60,000)	(31,000)		1
Other Rebates			0	0			0		<u> </u>		0	С		┖.
TOTAL DEV PHARMA PRODUCTS	202,216	201,077	4,604,496	2,111,848		2,193,874	2,410,622	52%		2,193,874	2,410,622	1,200,055	529	579
TOTAL ALL PRODUCTS	2,636,715	2,553,193	23,591,475	19,068,304		6,274,141	17,317,334	73%		8,747,181	14,844,293	11,804,500	639	62
Less; Cash Discounts			(472,000)	(477,000)		*	(472,000)		.		(472,000)	(477,000)	l	
Administrative Fees			(236,000)	(191,000)			(236,000)	1 1			(236,000)	(191,000)		
Medicaid Rebates	1		(290,000)	(267,000)			(290,000)			1	(290,000)	(267,000)		1
Other Rebates			-	-								-		
GRAND TOTAL NET SALES	2,636,715	2,553,193	22,593,475	18,133,304		6,274,141	16,319,334	72%		8,747,181	13,846,293	10,869,500	619	609

Sale_Rpt.mdb/ 103110R - Contribution Margin (Product Class) / Hadden

Run Date and Time: 2/1/00 9:58:44 AM

		CURREN	T MONTH			DIR	ECT			lias.	FULLY ABSOR	RBED		
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	Actual	
DEY PRODUCTS				<u> </u>								, , , , , , , , , , , , , , , , , , ,	g	
ACCUNEB						ĺ								
69203021%									1				l	1
69303042%	-	-		-		-				-				
TOTAL ACCUNEB	-					-				-		-	1	t -
ACETYLCYSTEINE														
18104 - 10% 40ml		(37)	(273)	88,657		_	(273)	100%	1		(273)	(18,982)	100%	
18110 - 10% 100ml	32	(91)	(1,043)	32,156	4.69852	150	(1,193)	114%	4.69852	150	(1,193)	13,467	114%	,
18130 - 10% 300ml] -	(116)	(37,336)	31,752		, .	(37,336)	100%			(37,336)	14,871	100%	4
18200 - 20% 1000ml	1,212	1,122	25,508	14,250	6.43348	7,797	17,711	69%	6.43348	7,797	17,711	9,548	69%	6
18204 - 20% 40ml	- -	(389)	(4,108)	27,702		-	(4,108)	100%			(4,108)	(6,035)	100%	1
18210 - 20% 100ml	-	(61)	18	24,192		4	18	100%	i		18	8,921	100%	. 3
18230 • 20% 300ml	48	(107)	11,423	49,992	9.00000	432	10,991	96%	9.00000	432	10,991	29,037	96%	5
TOTAL ACETYLCYSTEINE	1,292	321	(5,812)	266,701	6.48586	8,380	(14,191)	244%	6.48586	8,380	(14,191)	60,826	244%	1
ALBUTEROL UNIT DOSE														
69700 - 0.083% 30	-										_			
69703 - 0.083% 30ml, 25's	673,272	635,051	3,050,100	2,390,894	0.88775	597,697	2,452,403	80%	1.91275	1,287,801	1,762,299	1,335,621	58%	1 :
69703HI - 0.083% 30ml, 25's	-		-	-							-	_		
69733 - 0.083% 30ml, 30's	41,292	39,496	240,673	217,034	1.19549	49,364	191,309	79%	2.42549	100,153	140,520	108,247	58%	5
69760 - 0,083% 30ml, 60's	249,480	234,934	2,895,339	2,690,996	1.97999	493,968	2,401,371	83%	4.43999	1,107,689	1,787,651	1,528,906	62%	5
TOTAL ALBUTEROL UNIT DOSE	964,044	909,481	6,186,112	5,298,924	1.18359	1,141,029	5,045,083	82%	2.58872	2,495,643	3,690,469	2,972,774	60%	5
ALBUTEROL UNIT DOSE RESERVE														П
610 - Albuterol Recall Reserve	- 1	ے		4		4	1	1						l
620 - Albuterol Returns Processed	49,132	49,132	557,016	-{	1.19067	58,500	498,516	69%	2.60733	128,103	428,913	-	77%	l
TOTAL ALBUTEROL UNIT DOSE RESERVE	49,132	49,132	557,016		1,19067	58,500	498,516	89%	2.60733	128,103	428,913		77%	
ALBUTEROL MDI														
30317 - 17g	407,664	403,372	846,905	418,320	1.80000	733,795	113,110	13%	1.80000	733,795	113,110	59,760	13%	1
30327 - 17g, Refill	20,980	20,854	45,685	10,349	1.65000	34,452	11,233	25%	1.65000	34,452	11,233	3,523	25%	3
TOTAL ALBUTEROL MDI	428,544	424,226	892,590	428,669	1.79269	768,247	124,343	14%	1.79269	768,247	124,343	63,283	14%	1
ALBUTEROL MULTIDOSE														_
10501 - 5% 200ml	196,920	196,829	739,159	507.505	2.35200	463,156	276,003	37%	2.35200	463,156	276,003	135,027	37%	
19620 - 5% 200mi	6,408	6,204	14,820		4.00000	25,632	(10,812)		4.00000	25,632	(10,812)	.00,027	0	
TOTAL ALBUTEROL MULTIDOSE	203,328	203,033	753,979	507,505	2,40394	488,788	265,192	35%	2.40394	488,788	265,192	135,027	35%	2
ALBUTEROL SYRUP												-		
79516 - 2mg/5ml 160		-	-	.		_		li li		_		_	1	
TOTAL ALBUTEROL SYRUP														

Sale_Rpt.mdb/ 103100R - Contribution Margin (Product Number) / Hadden

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		CURREN	T MONTH				ECT				ULLY ABSOR		de land	
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	Actual Margi	1
BECLOMETHASONE AQ NASAL														
71525 - Beclomethasone Nasal												•		Ļ
TOTAL BECLOMETHASONE AQ NASAL		-		-	ļ							•	ļ	
ROMOLYN SODIUM								l.						1
68900 - 20 mg/ML, 25's	-	-	-	-										
68902 - 20mg/2ML, 60's	78,638	78,376	1,055,983	982,813	2.71051	213,149	842,834	80%	5,17051	406,599	649,384	533,015	61%	1
68912 - 20mg/2ML, 120's	23,184	22,354	627,285	683,202	5.32443	123,442	503,844	80%	10.24443	237,507	389,778	389,376	62%	_
TOTAL CROMOLYN SODIUM	101,822	100,730	1,683,268	1,666,015	3,30568	336,591	1,346,677	80%	6.32580	644,105	1,039,163	922,391	62%	6
CUROSURF						,								
18001 - 120mg	-	-		-			,			-	-		1	
18002 - 240mg		-			L					-	-		 	\vdash
TOTAL CUROSURF			<u> </u>							···········	•	•		┼-
DUONEB					l									
67203 - 3ml 25s	-	-		-	İ					-	-	-		İ
67260 - 3ml 60s			<u> </u>								-	•	ļ	<u> </u>
TOTAL DUONEB			-		<u> </u>					•	•			╄
PRATROPIUM BROMIDE					ļ									
38614 - Ipratropium Aerosol	-			-					1	-	-	-	1	
68500 - 0.02% 25	-	-	-	-									1	
68503 - 0.02% 2.5ml, 25's	399,996	387,551	4,426,758	3,886,999	0.74363	297,449	4,129,309	93%	1.76863 2.38238	707,445 89.711	3,719,313 340,795	3,106,513 195,912	84% 79%	1
68533 - 0.02% 2.5ml, 30's	37,656	37,236 88,339	430,506 2,502,192	253,920 3,580,655	1.15238	43,394 164,546	387,112 2,337,646	93%	4.18220	399,584	2,102,608	2,878,872	84%	1
68560 - 0,02% 2.5ml, 60's	95,544		7,359,456	7,721,574	0.94786	505.389	6,854,068	93%	2,24447	1,196,740	6,162,717	6,181,297	84%	٠.
TOTAL IPRATROPIUM BROMIDE	633,196	513,126	7,355,450	1,721,914	0.54740	505,508	0,554,000	- 35%		1,100,140	4,102,111			┢
PRATROPIUM BROMIDE RESERVE				1]									
210 - Ipratropium Recall Reserve				1		20.000	400.000	96%	2.71900	48.722	434,169		90%	
220 - Ipratropium Returns Processed	17,919	17,919	482,891		1.13225	20,289	462,602 462,602	96%	2.71900	48,722	434,169		90%	4_
TOTAL IPRATROPIUM BROMIDE RESERVE	17,919	17,919	482,891	-	1,13225	20,289	462,602	96%	2,71900	40,722	454,103		30 /0	┾
SOETHARINE	1		İ		i i								1	ĺ
66003 - 0.17% 30ml			-							•	-	-		1
TOTAL ISOETHARINE		-								<u> </u>		·		L
METAPROTERENOL			ĺ											
67803 - 0,6% 25ml	14,408	14,080	84,667	87,585	1.77075	25,513	59,154	70%	2.79575	40,281	44,386	46,123	52%	1
67803 - 0.4% 25ml	6,592	6,516	42,116	42,604	1.60739	10,596	31,520	75%	2.63239	17,353	24,763	20,647	59%	
TOTAL METAPROTERENOL	21,000	20,596	126,783	130,189	1.71947	36,109	90,674	72%	2.74447	57,634	69,149	66,770	55%	4

Sale_Rpt.mdb/ 103100R - Contribution Margin (Product Number) / Hadden

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		CURREN	T.MONTH .			DIR		1	or the same	, i	UELY ABSOR		en en en en en	NAME OF TAXABLE
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	Actual Margi	-
SODIUM CHLORIDE												'	1 }	ł
64015 - Hypertonic, 3% 150ml	240	228	6,362	-	7.40000	1,776	4,586	72%	7.40000	1,776	4,586		72%	ĺ
64115 - Hypertonic, 10% 150ml	200	190	5,267	-	7.40000	1,480	3,787	72%	7.40000	1,480	3,787		72%	1
82003 - Hypertonic, 0.45% 30ml	360	351	2,538	3,800	6.20000	2,232	306	12%	6.20000	2,232	306	310	12%	8
82005 - Hypertonic, 0.45% 50ml	280	255	1,996	972	6.20000	1,736	260	13%	6,20000	1,736	260	79	13%	8
83003 - Isotonic, 0.9% 30ml	75,150	74,791	472,307	525,924	6.20000	465,930	6,377	1%	6,20000	465,930	6,377	60,106	1%	
83005 - Isotonic, 0.9% 50ml	31,020	30,914	178,891	202,375	6.20000	192,324	(13,433)		6.20000	192,324	(13,433)	17,857		9
83015 - Isotonic, 0.9% 150ml		(6)	(22)				(22)			·	(22)		100%	1
83050 - Isotonic, 0.9% 150ml	6,882	5,7 68	78,922	93,332	7.40000	50,927	27,996		7.40000	50,927	27,996	24,266	35%	
TOTAL SODIUM CHLORIDE	114,132	113,491	746,262	826,403	6.27698	716,405	29,857	4%	6.27698	716,405	29,857	102,618	4%	12
STERILE WATER														
81003 - NA 30ml	40	14	150	630	6.00000	240	(90)		6.00000	240	(90)	196		31
81005 - NA 50ml	50	50	333	846	6.00000	300	33		6,00000	300	33	263	10%	
TOTAL STERILE WATER	90	64	483	1,476	6.00000	540	(57)		6,00000	<u> </u>	(57)	459		31
THEOPHYLLINE														
43101 - 100mg X 100's	-			-			1	† .			-		1	
43201 - 200mg X 100's	-			-			1	į į	1	-	-	١.	1	l
43205 - 200mg X 500's	'		1 .	-	1		1	1			-			
43301 - 300mg X 100's	'		1	1	1	•		1	İ	•	-			
43305 - 300mg X 500's	·		1 .	•	1		1	1	1	•	_		1	
43310 - 300mg X 1000's				-	ļ			1		•	•	ļ	-	├
TOTAL THEOPHYLLINE			·	-				1	<u></u>		<u> </u>		 	├
DEY CARE									İ				100%	
200 - Dey Care Products		(3)				:	(51)		<u></u>		(51)	ļ	100%	<u> </u>
TOTAL DEY CARE		(3)	(51)				(61)		<u> </u>		(51)			-
TOTAL DEY PRODUCTS	2,434,499	2,352,116	18,782,978	16,847,456		4,080,266	14,702,712	78%		6,553,307	12,229,671	10,495,445	65%	6 6;
Less: Cash Discounts	1		(376,000)	(421,000)			(376,000)	1	}		(376,000)	(421,000)		1
Administrative Fees	ŀ		(188,000)	(169,000)			(188,000)	1			(188,000)	(169,000)		
Medicaid Rebates			(230,000)	(236,000)			(230,000)	1			(230,000)	(236,000)		1
Other Rebates			0	0			0	<u> </u>	<u></u>		0	0		<u> </u>
TOTAL DEY PRODUCTS	2,434,499	2,352,116	17,988,978	16,021,456		4,080,266	13,908,712	77%	1	6,553,307	11,435,671	9,689,445	64%	4 60

Sale_Rpt.mdb/ 103100R - Contribution Margin (Product Number) / Hadden

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		CURREN	TMONTH			DIR			2		ULLY ABSO		والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق والمنافق و	
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	Actual	Budge
DEV DUADNA DOODLETS					Garton		<u> </u>	38/05	Carton	***************************************	ina) gai	inar giri	margi	mar gr
DEY PHARMA PRODUCTS														
EPIPEN														
030100 - Trainer	-			16,268			1			-	-	3,877		249
030300 - EpiEz Pen Trainer	-	-	-	1,992				1 1		•		527		201
030301 - EpiEz Pen W/ Trainer	(89)	(90)	(2,691)	-	11.95000	(1,064)	(1,627)	60%	11,95000	(1,064)	(1,627)	1	60%	
030301CAN - EpiEz Pen CANADA	-	-	-	-				1		-				
030401 - EpiEz Pen Jr. W/ Trainer	(46)	(46)	(1,375)	-	12.95000	(596)	(780)	57%	12.95000	(596)	(780)		57%	
50000 - Trainer	3,620	3,620	6,866	-	1.54000	5,575	1,291	19%	1.54000	5,575	1,291		19%	
50001 - EPI Pen	84,066	63,690	2,071,593	1,361,344	12.47000	798,903	1,272,690	61%	12.47000	798,903	1,272,690	814,679	61%	609
50001CAN - Epi Pen Canada	-	-	-					1		•			1	
50001MTXT - Epi Pen Int. Min. Text	47,127	47,127	815,297	1	11.69000	550,915	264,382	32%	11,69000	550,915	264,382	1	32%	
50001RMTXT - Epi Pen Removable Min. Text	2,500	2,500	50,625	-	11.69000	29,225	21,400	42%	11.69000	29,225	21,400		42%	ŀ
50101 - EPI Pen Jr	38,918	38,335	1,261,975	633,600	12.47000	485,307	776,667	62%	12,47000	485,307	776,667	379,170	62%	609
50101CAN - EPI Pen Jr Canada		-	-	-						•		1 '		
50101MTXT - EPI Pen Jr. Int Min Text	15,000	15,000	259,500	•	11.69000	175,350	84,150	32%	11.69000	175,350	84,150	l .	32%	
50101RMTXT - Epi Pen Jr. Removable Min. Text	500	500	10,125	-	11,69000	5,845	4,280	42%	11,69000	5,845	4,280		42%	
TOTAL EPIPEN	171,596	170,636	4,471,914	2,013,204	11.84352	2,049,461	2,422,454	54%	11.94352	2,049,461	2,422,454	1,198,253	54%	60%
EPIPEN/ EZPEN RESERVES												1		
500 - Epi Pen Withdrawl Reserve	-		-	-		-				•		} .	1	
510 - Epi Pen Returns Processed To Date	972	972	30,336	-	11.76000	11,431	18,906	62%	11.76000	11,431	18,906	1	62%	
525 - EpiEz Pen Returns Processed To Date	135	135	4,037		12.29074	1,659	2,377	59%	12.29074	1,659	2,377	<u> </u>	59%	
TOTAL EPIPEN/ EZPEN RESERVES	1,107	1,107	34,373		11.82472	13,090	21,283		11.82472	13,090	21,283		62%	
ACAROSAN														
129580 - 5.0%		(2)	(43)	-		-	(43)	100%		-	(43)		100%	
129582 - 5.0%								ł					·	
TOTAL ACAROSAN		(2)	(43)				(43)	100%		-	(43)	-	100%	
ASTECH PEAK FLOW METER														
20001 - Retail. 10	6.012	5,952	88,881	55,800	9.00000	54,108	34,773	39%	9.00000	54,108	34,773	17,298	39%	315
20099 - Hospital, 10	175	175	3,010	_	7.95000	1,391	1,619	54%	7.95000	1,391	1,619	.	54%	
307010 - Retail. 10		(3)	(51)				(51)	100%			(51)	.	100%	1
307025 - Hospital, 10	.		-	2,236								1,100	<u></u>	499
TOTAL ASTECH PEAK FLOW METER	6,187	6,124	91,840	58,036	8.97030	55,499	36,340	40%	8.97030	55,499	36,340	18,398	40%	329

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		CURREN	TMONTH			DIR	ECT		F. W. W. W. W.	j j	ULLY ABSOR	BED	AND CHOICE	20 g +1
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin		Budge Margin
ASTECH DISPOSABLE MOUTHPIECE											_	,		
20101 - Disp valve	71	71	4,263	5,184	42.00000	2,982	1,281	30%	42.00000	2,982	1,281	1,374	30%	279
20212 - 1way valve	3	3	106	2,205	23.70000	71	35	33%	23,70000	71	35	712	33%	
20248 - 48/Box	312	312	1,064	162	2.28000	711	353	33%	2.28000	711	353	46	33%	1
20299 - 500/Bulk	124	114	2,857	559	11.02500	1,367	1,490	52%	11.02500	1,367	1,490	264	52%	479
307070 - Disp valve	-		-	-	ļ.	-		i I		•	-	-		
307075 - 1way valve	-	-	-	-	l	-		·	1	-	-			
307080 - 48/Box	-	•	-	-				i I		•	-			
307085 - 500/Bulk	-	-	-	•						-			1	ļ
TOTAL ASTECH DISPOSABLE MOUTHPIECE	510	500	8,290	8,110	10.06188	. 5,132	3,158	38%	10.06188	5,132	3,158	2,396	38%	309
ACE SPACER													,	
20301 - Retail, 10	3,036	3,020	27,455	13,163	6.00000	18,216	9,239	34%	6.00000	18,216	9,239	3,949	34%	1
308010 - Retail, 10	-	(2)	(30)				(30)	100%			(30)		100%	
TOTAL ACE SPACER	3,036	3,018	27,425	13,163	6.00000	18,216	9,209	34%	6,00000	18,216	9,209	3,949	34%	309
EASIVENT													1	
20700 - Easivent Sample	-	-				-					-	-		l
20701 - Easivent Retail	16,680	16,629	153,601	108,720	2.65000	44,202	109,399	71%	2.65000	44,202	109,399	75,138	71%	1
20725 - Easivent Hospital/ 25 pack	2,050	2,025	15,118	11,055	2.50000	5,125	9,993	66%	2.50000	5,125	9,993	7,178	66%	1
20801 - Easivent Mask, Small	650	640	3,680	3,478	3,00000	1,950	1,730	47%	3,00000	1,950	1,730	1,572	47%	459
20802 - Easivent Mask, Medium	350	350	2,012	2,772	3.00000	1,050	962	48%	3.00000	1,050	962	1,184	48%	
20803 - Easivent Mask, Large	50	50	287	2,310	3,00000	150	137	48%	3.00000	150	137	987	48%	
TOTAL EASIVENT	19,780	19,694	174,697	128,335	2,65303	52,477	122,220	70%	2.65303	52,477	122,220	86,069	70%	
TOTAL DEY PHARMA PRODUCTS	202,216	201,077	4,808,496	2,220,848		2,193,874	2,614,622	54%		2,193,874	2,614,622	1,309,055	54%	599
Less: Cash Discounts			(96,000)	(56,000)	1		(96,000)				(96,000)	(56,000)		ļ
Administrative Fees			(48,000)	(22,000)	1		(48,000)	1			(48,000)	(22,000)	ļ	
Medicald Rebates			(60,000)	(31,000)			(60,000)				(60,000)	(31,000)		
Other Rebates			0	0	L		0				0	0		
TOTAL DEY PHARMA PRODUCTS	202,216	201,077	4,604,496	2,111,848		2,193,874	2,410,622	52%		2,193,874	2,410,622	1,200,055	529	57%
TOTAL ALL PRODUCTS	2,636,715	2,553,193	23,591,475	19,068,304		6,274,141	17,317,334	73%		8,747,181	14,844,293	11,804,500	63%	62
Less: Cash Discounts		1	(472,000)	(477,000)			(472,000)		1		(472,000)	(477,000)	1	
Administrative Fees	i		(236,000)	(191,000)			(236,000)				(236,000)	(191,000)		
Medicaid Rebates			(290,000)	(267,000)			(290,000)				(290,000)	(267,000)		[
Other Rebates			•	-			-							
	2.636.715	2,553,193	22,593,475	18,133,304	I	6,274,141	16,319,334	72%		8,747,181	13.846.293	10,869,500	61%	60%

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DEY, L.P. Year-to-Date Net Contribution Margin - Summary January 2000

	Facility of a second	YEAR-T	O-DATE			DIR	ECT		0.00 0.0		ULLY ABSOR	RBED	and the	She in the
Product	Gross Shelf Certons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin		Budge Margir
DEY PRODUCTS														
ACCUNEB	.	-		-		-					-	-		
ACETYLCYSTEINE	1,292	321	(5,812)	266,701	6.48586	8,380	(14,191)		6.48586	8,380	(14,191)	50,826	2449	1
ALBUTEROL UNIT DOSE	964,044	909,481	6,186,112	5,298,924	1.18359	1,141,029	5,045,083	82%	2.58872	2,495,643	3,690,469	2,972,774	609	1
ALBUTEROL UNIT DOSE RESERVE	49,132	49,132	557,016	٠ -	1.19067	58,500	498,516	89%	2.60733	128,103	428,913	-	779	ł
ALBUTEROL MDI	428,544	424,226	892,590	428,669	1.79269	768,247	124,343	14%	1.79269	768,247	124,343	63,283	149	
ALBUTEROL MULTIDOSE	203,328	203,033	753;979	507,505	2.40394	488,788	265,192	35%	2,40394	488,768	265,192	135,027	359	279
ALBUTEROL SYRUP	- -	-		-	ł	-		1		•	-	-	.]	
BECLOMETHASONE AQ NASAL	·	-		-		٠.		1			•	•	1	
CROMOLYN SODIUM	101,822	100,730	1,683,268	1,666,015	3.30568	336,591	1,346,677	80%	6.32580	644,105	1,039,163	922,391	629	559
CUROSURF	.				ll .	-		1 1		-		-	1	
DUONEB	·	•	-	-		-		1		•	•	-		
IPRATROPIUM BROMIDE	533,196	513,126	7,359,456	7,721,574	0.94785	505,389	6,854,068	93%	2.24447	1,196,740	6,162,717	6,181,297	949	809
IPRATROPIUM BROMIDE RESERVE	17,919	17,919	482,891	-	1.13225	20,289	462,602	96%	2.71900	48,722	434,169	-	90%	4
ISOETHARINE			-	-				1		•	-		ĺ	
METAPROTERENOL	21,000	20,596	126,783	130,189	1.71947	36,109	90,674	72%	2.74447	57,634	69,149	66,770	559	519
SODIUM CHLORIDE	114,132	113,491	746,262	826,403	6.27698	716,405	29,857	4%	6,27698	716,405	29,857	102,618	49	129
STERILE WATER	90	64	483	1,476	6.00000	540	(57)		6.00000	540	(57)	459	ļ	319
THEOPHYLLINE	-					-	١ ,	{			•	-	İ	}
DEY CARE		(3)	(51)	-	II	-	(51)	100%			(51)	-	100%	
TOTAL DEY PRODUCTS	2,434,499	2,352,116	18,782,978	16,847,456		4,080,266	14,702,712	78%		6,553,307	12,229,671	10,495,445	659	629
Less: Cash Discounts	1		(376,000)	(421,000)	H		(376,000)				(376,000)	(421,000)		
Administrative Fees			(188,000)	(169,000)]	i	(188,000)				(188,000)	(169,000)		ļ
Medicald Rebates			(230,000)	(236,000)	<u> </u>		(230,000)				(230,000)	(236,000)		
Other Rebates			-	-	ij			I	ļ		•	•	ļ	
TOTAL DEY PRODUCTS	2,434,499	2,352,116	17,988,978	16,021,456		4,080,266	13,908,712	77%		6,553,307	11,435,671	9,669,445	649	609
DEY PHARMA PRODUCTS														
EPIPEN	171,596	170,636	4,471,914	2,013,204	11,94352	2,049,461	2,422,454	54%	11.94352	2,049,461	2,422,454	1,198,253	54%	609
EPIPEN/ EZPEN RESERVES	1,107	1,107	34,373	-	11,82472	13,090	21,283	62%	11.82472	13,090	21,283		62%	
ACAROSAN	-	(2)	(43)	-	il I	-	(43)	100%		-	(43)		100%	
ASTECH PEAK FLOW METER	6,187	6,124	91,840	58,036	8.97030	55,499	35,340	40%	8,97030	55,499	36,340	18,398	40%	329
ASTECH DISPOSABLE MOUTHPIECE	510	500	8,290	8,110	10.06188	5,132	3,158	38%	10.06188	5,132	3,158	2,396	38%	309
ACE SPACER	3,036	3,018	27,425	13,163	6.00000	18,216	9,209	34%	6.00000	18.216	9,209	3,949	34%	30
EASIVENT	19,780	19,694	174,697	128,335	2,65303	52,477	122,220	70%	2,65303	52,477	122,220	86,059	70%	679

Sale_Rpt.mdb/ 103160R - YTD Contribution Margin (Product Class) / Hadden

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DEY, L.P. Year-to-Date Net Contribution Margin - Summary January 2000

		YEAR-1	O-DATE		Value de Sal	DIR	ECT .		ينك به ينص	3	FULLY ABSOR	RBED	بغمنيت	ind de
Product	Gross Shelf Carlons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	ŀ	Budg Margi
TOTAL DEY PHARMA PRODUCTS	202,216	201,077	4,808,495	2,220,848		2,193,874	2,614,622	54%		2,193,874	2,614,622	1,309,065	549	59
Less: Cash Discounts			(96,000)	(56,000)			(96,000)	. 1			(96,000)	(56,000)	l	ĺ
Administrative Fees	ŀ		(48,000)	(22,000)			(48,000)	1 1			(48,000)	(22,000)	1	
Medicaid Rebates			(60,000)	(31,000)			(60,000)	4 1			(60,000)	(31,000)		
Other Rebates				-							·			
TOTAL DEY PHARMA PRODUCTS	202,216	201,077	4,604,496	2,111,848		2,193,874	2,410,622	52%		2,193,874	2,410,622	1,200,055	529	57
TOTAL ALL PRODUCTS	2,636,715	2,553,193	23,591,475	19,068,304		6,274,141	17,317,334	73%		8,747,181	14,844,293	11,804,500	639	6
Less: Cash Discounts			(472,000)	(477,000)			(472,000)				(472,000)	(477,000)		
Administrative Fees	1		(236,000)	(191,000)			(236,000)				(236,000)	(191,000)		
Medicald Rebates	1		(290,000)	(267,000)			(290,000)	1			(290,000)	(267,000)		
Other Rebates			-	-							-	-		
GRAND TOTAL NET SALES	2,636,715	2,553,193	22,593,475	18,133,304		6,274,141	16,319,334	72%		8,747,181	13,846,293	10,869,500	619	60

Sale_Rpt.mdb/ 103160R - YTD Contribution Margin (Product Class) / Hadden

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DEY, L.P. Year-to-Date Net Contribution Margin - Detail January 2000

		YEAR-T	O.DATE			DIR	ECT		FUELY ABSORBED.						
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton		Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual	Budget Contribution Margin	1	Budg Margi	
DEY PRODUCTS															
ACCUNEB													ļ		
69203021%	-	-	-	-		•		1 1		-					
69303042%	-	-						1			-				
TOTAL ACCUNEB				•				1			-			ļ	
ACETYLCYSTEINE															
18104 - 10% 40ml	-	(37)	(273)	86,657			(273)	1 1		-	(273)	(18,982)	1		
18110 - 10% 100ml	32	(91)	(1,043)	32,156	4.69852	150	(1,193)	114%	4.69852	150	(1,193)	13,467	114%	!	
18130 - 10% 300ml		(116)	(37,336)	31,752	1		(37,336)			-	(37,336)	14,871	100%		
18200 - 20% 1000ml	1,212	1,122	25,508	14,250	6.43348	7,797	17,711	69%	6.43348	7,797	17,711	9,548	69%	1	
18204 - 20% 40ml	-	(389)	(4,108)	27,702			(4,108)	100%			(4,108)	(6,036)	100%		
18210 - 20% 100ml]	(61)	18	24,192			18	100%		-	18	8,921	100%	1	
18230 - 20% 300ml	48	(107)	11,423	49,992	9.00000	432	10,991	96%	9.00000	432	10,991	29,037	96%	ļ	
TOTAL ACETYLCYSTEINE	1,292	321	(5,812)	266,701	6.48586	8,380	(14,191)	244%	6.48586	8,380	(14,191)	50,826	244%	1	
ALBUTEROL UNIT DOSE													ĺ		
69700 - 0.083% 30			-	-				1 I	1		-		ł		
69703 - 0.083% 30ml, 25's	673,272	635,051	3,050,100	2,390,894	0.88775	597,697	2,452,403	80%	1.91275	1,287,801	1,762,299	1,335,621	58%	5	
69703HI - 0.083% 30ml, 25's	-	-	-	-	1			{			-		1		
69733 - 0.083% 30ml, 30's	41,292	39,496	240,673	217,034	1.19549	49,364	191,309	79%	2.42549	100,153	140,520	108,247	58%	5	
69760 - 0.083% 30ml, 60's	249,480	234,934	2,895,339	2,690,996	1.97999	493,968	2,401,371	83%	4.43999	1,107,689	1,787,651	1,528,906	62%	5	
TOTAL ALBUTEROL UNIT DOSE	964,044	909,481	6,186,112	5,298,924	1.18359	1,141,029	5,046,083	82%	2.58872	2,495,643	3,690,469	2,972,774	60%	5	
ALBUTEROL UNIT DOSE RESERVE															
610 - Albuterol Recall Reserve	-	-	-	-				1 1			-		1		
620 - Albuterol Returns Processed	49,132	49,132	557,016	-	1.19067	58,500	498,516	89%	2.60733	128,103	428,913		77%	·	
TOTAL ALBUTEROL UNIT DOSE RESERVE	49,132	49,132	557,016	-	1.19067	58,500	498,516	89%	2.60733	128,103	426,913		77%	4	
ALBUTEROL MDI					i l										
30317 - 17g	407,664	403,372	846,905	418,320	1.80000	733,795	113,110	13%	1.80000	733,795	113,110	59,760	13%	1	
30327 - 17g, Refill	20,880	20,854	45,685	10,349	1.65000	34,452	11,233	25%	1,65000	34,452	11,233	3,523	25%	3	
TOTAL ALBUTEROL MDI	428,544	424,226	892,590	428,669	1.79269	768,247	124,343	14%	1.79269	768,247	124,343	63,283	14%	6 1	
ALBUTEROL MULTIDOSE												İ			
10501 - 5% 200ml	196,920	196,829	739,159	507,505	2.35200	463,156	276,003	37%	2,35200	463,156	276,003	135,027	37%	2	
19620 - 5% 200ml	6,408	6,204	14,820	-	4.00000	25,632	(10,812)		4.00000	26,632	(10,812)	<u> </u>		ļ	
TOTAL ALBUTEROL MULTIDOSE	203,328	203,033	753,979	507,505	2.40394	488,788	265,192	35%	2.40394	488,788	265,192	135,027	35%	2	
ALBUTEROL SYRUP															
79516 - 2mg/5m! 160	-		-			-				-	-				
TOTAL ALBUTEROL SYRUP														1	

Sale_Rpt.mdb/ 103150R - YTD Contribution Margin (Product Number) / Hadden

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DEY, L.P. Year-to-Date Net Contribution Margin - Detail January 2000

		YEAR-TO-DATE					EGT			A	RED	Same and the same		
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per Carton	Total Cost	Contribution Margin	Margin % of Sales	Gost Par Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin	Actual Margi	Budg Margi
BECLOMETHASONE AQ NASAL														
71525 - Beclomethasone Nasal				-	Ì			-			-		-	
TOTAL BECLOMETHASONE AQ NASAL														
CROMOLYN SODIUM														
68900 - 20 mg/ML, 25's	-												1	
68902 - 20mg/2ML, 60's	78,638	78,376	1,055,983	982,813	2.71051	213,149	842,834	80%	5.17051	406,599	649,384	533,015	61%	5
68912 - 20mg/2ML, 120's	23,184	22,354	627,285	683,202	5.32443	123,442	503,844	80%	10,24443	237,507	389,778	389,376	62%	5
TOTAL CROMOLYN SODIUM	101,822	100,730	1,683,268	1,666,015	3,30568	336,591	1,346,677	80%	6,32580	644,105	1,039,163	922,391	62%	56
CUROSURF														
18001 - 120mg													-	
18002 - 240mg	-	-	-	-					l . I			l	1	
TOTAL CUROSURF	-		-	-						-	_	-		
DUONEB														
67203 - 3ml 25s		-		-										
67260 - 3m! 60s	-	-	-							•	•		1	
TOTAL DUONEB				•						-	-			
IPRATROPIUM BROMIDE				[ŀ]
38614 - Ipratropium Aerosol	-	-	-	-						-	-		-	İ
68500 - 0.02% 25	-	-	-	-				1		-	-		-	
68503 - 0.02% 2.5ml, 26's	399,996	387,551	4,426,758	3,886,999	0.74363	297,449	4,129,309	93%	1.76863	707,445	3,719,313	3,106,513	84%	i .
68533 ~ 0.02% 2.5ml, 30's	37,656	37,236	430,506	253,920	1.15238	43,394	387,112	90%	2.38238	89,711	340,795	195,912	79%	} `
68560 - 0.02% 2.5ml, 60's	95,544	88,339	2,502,192	3,580,655	1.72220	164,546	2,337,646	93%	4.18220	399,584	2,102,608	2,878,872	84%	
TOTAL IPRATROPIUM BROMIDE	533,196	513,126	7,359,456	7,721,574	0.94785	505,389	6,854,068	93%	2.24447	1,196,740	6,162,717	6,181,297	84%	80
IPRATROPIUM BROMIDE RESERVE														
210 - Ipratropium Recall Reserve	-	-	•	-		-								
220 - Ipratropium Returns Processed	17,919	17,919	482,891		1.13225	20,289	462,602	96%	2.71900	48,722	434,169	-	90%	
TOTAL IPRATROPIUM BROMIDE RESERVE	17,919	17,919	482,891		1.13225	20,289	462,602	96%	2.71900	48,722	434,169		90%	
ISOETHARINE									ĺ					
66003 - 0.17% 30ml		-	-			-				-	-	-		
TOTAL ISOETHARINE		-												
METAPROTERENOL														
67603 - 0,6% 25ml	14,408	14,080	84,667	87,585	1.77075	25,513	59,154	70%	2.79575	40,281	44,386	46,123	52%	53
67803 - 0.4% 25ml	6,592	6,516	42,116	42,604	1.60739	10,596	31,520	75%	2.63239	17,353	24,763	20,647	59%	48
TOTAL METAPROTERENOL	21,000	20,596	126,783	130,189	1.71947	36,109	90,674	72%	2.74447	57,634	69,149	66,770	55%	51

Sale_Rpt.mdb/ 103150R - YTD Contribution Margin (Product Number) / Hadden

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DL-TX 81040

DEY, L.P. Year-to-Date Net Contribution Margin - Detail January 2000

		YEAR-T	O-DATE		DIR			FULLY ABSORBED						
Product	Gross Shelf	Net Shelf	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost Per	Total Cost	Contribution Margin	Margin % of	Cost	Total Cost	Actual Contribution	Budget Contribution	Actual	
	Cartons	Cartons	Sales Donars	Jaies Donars	Carton			Sales	Carton		Margin	Margin	Margi	Marg
SODIUM CHLORIDE										4.000	4.000		72%	
64015 - Hypertonic, 3% 150ml	240	228	6,362	1	7.40000	1,776	4,586	72%	7,40000	1,776	4,586 3,787		72%	
64115 - Hypertonic, 10% 150ml	200	190	5,267	1	7.40000	1,480	3,787	72%	6,20000	1,480 2,232	306	310	12%	
82003 - Hypertonic, 0.45% 30ml	360	351	2,538	3,800	6.20000	2,232	306	12%	6,20000	1,736	260	79	13%	
82005 - Hypertonic, 0.45% 50ml	280	255	1,996	972	6.20000	1,736	260	1%	6,20000	465,930	6,377	60,106	1%	
83003 - Isotonic, 0.9% 30ml	75,150	74,791	472,307	525,924	6.20000	465,930	6,377	176	6,20000	192,324	(13,433)	17,857	'"	
83005 - Isotonic, 0.9% 50ml	31,020	30,914	178,891	202,375	6.20000	192,324	(13,433)	100%	0,20000	192,324	(13,433)	,	100%	
83015 - Isotonic, 0.9% 150ml	-	(6)	(22)	1			(22) 27,996	35%	7,40000	50.927	27.996	24,266	35%	1
83050 - Isotonic, 0.9% 150ml	6,882	6,768	78,922	93,332	7.40000	50,927					29.857	102,618	4%	
TOTAL SODIUM CHLORIDE	114,132	113,491	746,262	826,403	6.27698	716,405	29,857	4%	6.27698	716,405	29,857	102,010	37	-
STERILE WATER			ļ		1							196	İ	
81003 - NA 30mi	40	14	150	630	6.00000	240	(90)		6,00000	240	(90)	1	10%	1
81005 - NA 50ml	50	50	333	846	6.00000	300	33	10%	6.00000	300	33	263 459	10%	-
TOTAL STERILE WATER	90	64	483	1,476	6.00000	540	(57)	-	6.00000	540	(57)	455		
THEOPHYLLINE														
43101 - 100mg X 100's	-			-	1	١.		1 1		•]	
43201 - 200mg X 100's	-		-	-		•		1 1		-]	
43205 - 200mg X 500's	-		-	1	1			1 1		-]]	
43301 - 300mg X 100's			-	1	1		1	1]]			
43305 - 300mg X 500's			-	1	l	,	1]	1]	
43310 - 300mg X 1000's			<u> </u>				ļ	1	ļ		-	 		┼
TOTAL THEOPHYLLINE	<u> </u>		<u> </u>			ļ <u>-</u>		1	ļ		ļ <u>-</u>	<u> </u>		├-
DEY CARE	İ							100%			(51)		100%	
200 - Dey Care Products	<u> </u>	(3)	(51)	-		ļ	(51)			-	(51)	 	100%	1
TOTAL DEY CARE		(3)	(51)	•			(51)			6,553,307	12,229,671	10,495,445	65%	
TOTAL DEY PRODUCTS	2,434,499	2,352,116	18,782,978	16,847,456		4,080,266	14,702,712			6,863,307				Ī
Less: Cash Discounts	1		(376,000)	(421,000)			(376,000	1	ŀ		(376,000)	(421,000)	1	
Administrative Fees			(188,000)	(169,000)			(188,000	1	ŀ		(188,000)		1	-
Medicaid Rebates			(230,000)	(236,000)	l	1	(230,000	Դ			(230,000)	(236,000)	1	
Other Rebales				-				1			-		1	_
TOTAL DEY PRODUCTS	2,434,499	2,352,116	17,988,978	16,021,456	il .	4,080,266	13,908,712	77%	1	6,653,307	11,435,671	9,669,445	649	x

Sale_Rpt.mdb/ 103150R - YTD Contribution Margin (Product Number) / Hadden

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DEY, L.P. Year-to-Date Net Contribution Margin - Detail January 2000

		VEAD T	O-DATE	F	DIR	ECT		FULLY ABSORBED.						
Product	Gross Shelf Cartons	Net Shelf Cartons	Actual Net Sales Dollars	Budget Net Sales Dollars	Cost		Contribution Margin	Margin % of Sales	Cost Per Carton	Total Cost	Actual Contribution Margin	Budget Contribution Margin		Budget Margin
DEY PHARMA PRODUCTS			ļ		Carton			Sales	Canton		in any	- margin		, .
	İ				1									
EPIPEN	- 1				ł							3,877	ļ	24%
030100 - Trainer	- 1		-	16,268		-	'	1		•]	527		26%
030300 - EpiEz Pen Trainer	-	•	, -	1,992			4 000	60%	11.95000	(1,064)	(1,627)	-	60%	1
030301 - EpiEz Pen W/ Trainer	(89)	(90)	(2,691)	1	11.95000	(1,064)	(1,627)	60%	11,95000	(1,004)	(1,021)	1		1
030301CAN - EpiEz Pen CANADA	'		-	-			l		12,95000	(596)	(780)		57%	ا
030401 - EpiEz Pen Jr. W/ Trainer	(46)	(46)	(1,375)	1	12.95000	(596)	(780)	57% 19%	1,54000	5,575	1,291		19%	1
50000 - Trainer	3,620	3,620	6,866		1.54000	5,575	1,291	61%	12,47000	798,903	1,272,690	814,679	61%	1
50001 - EPI Pen	64,066	63,690	2,071,593	1,361,344	12.47000	798,903	1,272,690	0176	12.47000	/ 80,803	1,2/2,000	5,4,015] ""]
50001CAN - Epi Pen Canada	1 -						004.000	32%	11,69000	550,915	264,382		32%	
50001MTXT - Epi Pen Int. Mln. Text	47,127	47,127	815,297		11.69000	550,915	264,382	42%	11,69000	29,225	21,400		42%	
50001RMTXT - Epi Pen Removable Min. Text	2,500	2,500	50,625	1	11.69000	29,225	21,400	1		485,307	776,667	379,170	62%	
50101 - EPI Pen Jr	38,918	38,335	1,261,975	633,600	12.47000	485,307	776,667	62%	12.47000	400,307	770,007	373,170		1
50101CAN - EPI Pen Jr Canada		-	-	-		·		32%	11,69000	175,350	84,150		32%	ا
50101MTXT - EPI Pen Jr. Int Min Text	15,000	15,000	259,500	-	11.69000	175,350	84,150		11.69000	5.845	4,280		42%	1
50101RMTXT - Epi Pen Jr. Removable Min. Text	500	500	10,125		11.69000	5,845	4,280	42%			2,422,454	1,198,253	549	
TOTAL EPIPEN	171,596	170,636	4,471,914	2,013,204	11,94352	2,049,461	2,422,454	54%	11,94352	2,049,461	2,422,404	1,180,200		- 00 %
EPIPEN/ EZPEN RESERVES														
500 - Epi Pen Withdrawl Reserve	-			-					44.70000		18,906		62%	أ
510 - Epi Pen Returns Processed To Date	972	972	30,336	-	11.76000	11,431	18,906	62%	11.76000	11,431	2,377		59%	1
525 - EpiEz Pen Returns Processed To Date	135	135	4,037	ļ	12.29074	1,659	2,377	59%	12.29074	1,659				
TOTAL EPIPEN/ EZPEN RESERVES	1,107	1,107	34,373	<u> </u>	11.82472	13,090	21,283		11.82472	13,090	21,283	ļ	629	1
ACAROSAN									1					
129580 - 5.0%	- 1 .	(2)	(43)	-		٠	(43)	100%	1	-	(43)	1	100%	1
129582 - 5.0%] .										-	<u> </u>		<u> </u>
TOTAL ACAROSAN		(2)	(43)				(43)	100%			(43)	ļ:	1009	4
ASTECH PEAK FLOW METER								i l						
20001 - Retail, 10	6,012	5,952	88,881	55,800	9.00000	54,108	34,773	39%	9.00000	54,108	34,773	17,298	39%	1
20099 - Hospital, 10	175	175	3,010		7,95000	1,391	1,619	54%	7,95000	1,391	1,619		54%	3
307010 - Retail, 10	į .	(3)	(51)	.			(51)	100%		•	(51)		100%	1
307025 - Hospital, 10		.		2,236			·					1,100		499
TOTAL ASTECH PEAK FLOW METER	6,187	6,124	91,840	58,036	8.97030	55,499	36,340	40%	8.97030	55,4 99	36,340	18,398	409	32%

Sale_Rpt.mdb/ 103150R - YTD Contribution Margin (Product Number) / Hadden

Run Date and Time: 2/1/00 9:58:44 AM

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